

**ECONOMY AND ENVIRONMENTAL PROGRAM
OF SOUTH EAST ASIA**

RESOURCE MOBILISATION WORKSHOP

2nd – 5th October 2007

Bangkok, Thailand

**Re. Offer of Consultancy Contract
Training of Trainers – Asia Initiative
Center File: 102564 – 058**

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1. Introduction

The Resource Mobilization workshop was organized by the Economy and Environmental Program of the South East Asia Division of the International Development Agency for its members in the Asia Pacific Region and South Asia Region to gain an overview of resource mobilization strategies.

Ms. Sherine Lilani Jayasuriya, from Sri Lanka was invited to this workshop as an observer under the Training of Trainers Initiative.

2. Reflections on the nature and issues facing development research organization in their Resource Mobilization Work

Speaking to some of the participants at the workshop on the issues faced by them, I received the following comments:

- Fear of receiving incorrect data at the field
Someone else (third party) could make use of the collected data conveniently without doing any research. (Cambodia)
- Some people do not wish to meet and talk to research officers at the field.
(Korea)
- Inadequate research officers to obtain the required data due to shortage of Research officers in the country. Most of the academics have migrated from the country due to various reasons. (Sri Lanka)
- The Head of the Division does selection of the project team generally. If the team members do not click the research work may slow down and the output would not be up to expectations. It is better if the research assistants could select their own teams for better results. Sometimes while on the project the team member could be transferred to a different division. (Philippines)

The above comments were received from some of the participants and each participant's views from the same country could be different.

3. Linkage between the training and resource mobilization activities of the Consultant and the needs of development research organizations.

The EEPSEA program mainly focused on techniques on fund raising and how to be financially sustainable in the long term. The Center for Advancement of Resource Mobilization in Sri Lanka, which I represent, also conducts capacity building programs for the non-profit sector in Sri Lanka. The main objective of our organization is also to enhance the sustainability of the non-profit sector in Sri Lanka.

Therefore the objective of the training program was very similar to the programs carried out in Sri Lanka.

Relating to the needs of the development research organizations, I have been informed that most of the organizations carrying out research work does not have adequate research officers with adequate understanding of environmental economic issues.

The environmental economic research officers have to be educated on the said subject specially the staff at the NGO's. Further there should be programs and journals to increase the knowledge of EE officers for long-term sustainability.

4. Thoughts on what the consultant has taken away from the workshop that could feed into her own resource mobilization work

The EEPSEA program was conducted for a group of 25 participants. Since it was a small group the participants had an opportunity to get the speakers attention and exchange their views. All the participants were punctual at all sessions. The EEPSEA Director, Dr. Herminia Francisco was present throughout the workshop, which gave the participants also an opportunity to speak to her on whatever issues they had.

The program on "maximizing resources through negotiation and communicating with EQ conducted by Dr. Melanie Billing – Yun was very useful. Further the speaker had many exercises on 'goal planning, brainstorming, and my communication styles. Although this session took nearly 1-1/2 days this was a new topic to the participants and a very useful session. As a participant, I had an opportunity learn on behavior and thinking patterns of people.

Negotiation skills are a very good topic to be included in the training calendar of Center for Advancement of Resource Mobilization.

5. Feedback on the training content and style and suggestions for improvements

Most of the participants had some idea on writing proposals. However they had not received any formal training on fund raising techniques. The 4 days programme covered many aspects relating to fund raising techniques.

Ms. Mayan Quebral had an excellent presentation on day 1, however more exercises after each section would have been more useful to understand the contents

My presentation was on financial management and it was limited to 45 minutes, from 16.15 to 17.00 and I could not cover the topic properly. At least 2 hours are required to do a proper presentation. I also wanted to speak on accountability and transparency

very briefly under this session as this is very important for organizations receiving funding

6. Any of the suggestions that would help the Center to plan for it's resource mobilization capacity building efforts in the future

Some of the topics, which could be included, are:

- Personal leadership role or self development
- Accountability; focused on financial accountability, organization capacity, Efficiency and performance delivery
- Financial resources in an organization and the reasons to manage internal and external risk.
- Managing financial outcomes; Budgeting
- Communication: Writing a fundraising proposal